

Message Text

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ACTION AF-05

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /013 W

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P R 190930Z FEB 74

FM AMCONSUL LUBUMBASHI

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 1463

MZRUEHPCG/AMEMBASSY GABORONE 02

AMEMBASSY KINSHASA

AMEMBASSY LUSAKA

UNCLAS LUBUMBASHI 0083

E.O. 11652: N/A

SUBJECT: MINING MACHINERY AND EQUIPMENT SPECIALIZED

TRADE MISS YN

REFS: A) LUBUMBASHI 290

B) USDOC 2327

C) KINSHASA 1318 (NOTAL)

D) LUBUMBASHI 21

1. CONSULATE HAS CONSISTENTLY RECOMMENDED (REF A EQ SEQ.) THAT REPRESENTATIVES OF AMERICAN FIRMS HOPING PARTICIPATE GECAMINES EXPANSION PLAN VISIT LUBUMBASHI SOONER, WHEN PLANS STILL FLUID, RATHER THAN LATER WHEN SPECS ARE FIRM AND BID CALLS ISSUED. HOWEVER BID CALLS, ACCORDING TO GECAMINES HAVE BEEN DELAYED BEYOND ORIGINAL JANUARY TARGET DATE, AWAITING SIGNATURE OF RELEVANT LAW BY PRESIDENT MOBUTU, HOPEFULLY SOON AFTER HIS RETURN IN EARLY MARCH.

2. MOREOVER GECAMINES NOW CONTEMPLATING TWO-TIER BID SYSTEM. FIRST CALL FOR TENDERS WOULD BE BRIEF AND GENERAL IN NATURE, DIRECTED TO SELECTED COMPANIES WHICH GECAMINES CONSIDERS MOST SUITED TO TURNKEY PROJECTS FOR MAJOR CONSTRUCTION MODULES. SUCH COMPANIES, ILLUSTRATIVELY PER GECAMINES, ARE DORR-OLIVER, EIMCO, PARSONS JUERGENSEN, ARTHUR MCKEE, FLUOR-UTAH, AND STEARNS ROGER. RESPONSIVE TENDERS WOULD BE PRELIMINARY

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AND NON-BINDING. SOME MONTHS OF CONSULTATIONS WITH

TENDERING COMPANIES WOULD FOLLOW, DURING WHICH DETAILED SPECS WOULD BE DISCUSSED AND FIRMED UP. PRESUMABLY A SECOND CALL, THIS TIME FOR BINDING TENDERS, WOULD THEN FOLLOW, TOWARD END OF YEAR.

3. THUS THERE IS STILL USEFUL OPPORTUNITY FOR SALES PRESENTATIONS, EVEN IF BID CALLS SHOULD BE ISSUED IN EARLY MARCH. FOR THIS REASON, AND BECAUSE LUBUMBASHI IS LOGICAL TRANSIT STOP EN ROUTE COPPERBELT; LUSAKA AND GABORONE, RECOMMEND MISSION BE ROUTED HERE. AS SOON AS WE HAVE ADEQUATE INFORMATION TIMING, COMPOSITION AND MODE OF MISSION, WE WILL SEEK GECAMINES AGREEMENT AND COLLABORATION.

4. ON PREVIOUS OCCASIONS CONSULATE AND EMBASSY LUSAKA HAVE BEEN ABLE COORDINATE VEHICULAR TRANSIT SUCH VISITORS, NORMALLY WITH HANDOVER AT KITWE. IF MISSION IS SMALL, CONSULATE MIGHT BE ABLE LAY ON TRANSPORT TO KITWE WITH OWN VEHICLES. OTHERWISE CAR OR BUS RENTAL IS POSSIBLE.

5. RYDLUN OF COMMERCE IS FAMILIAR WITH REQUIREMENTS FOR SUCCESSFUL MISSION HERE. TO RECAP:

A) REPS MUST MAKE FIRST CLASS PRESENTATION OF FIRST CLASS PRODUCTS. GECAMINES ENGINEERS AND EXECUTIVES ARE EXPERT AND DO NOT REACT WELL TO OLD NEWS.

B) ALTHOUGH MANY GECAMINES ENGINEERS AND TECHNICIANS SPEAK SOME ENGLISH, MANY EXECUTIVES AND ADMINISTRATORS DO NOT. THUS SUBSTANTIAL FRENCH CAPABILITY IN GROUP IS IMPORTANT TO REACH DECISION MAKERS DIRECTLY.

6. DEPENDING ON INTENDED NATURE OF PRESENTATIONS, FULL PRIOR INFORMATION AND SUBSTANTIAL LEAD TIME REQUIRED (REF D) TO MAKE SATISFACTORY LOCAL ARRANGEMENTS. WE NEED TO KNOW ASAP, IN ADDITION TO FIRMS TO BE REPRESENTED NAMES OF REPS, FAIR ASSESSMENT OF LANGUAGE CAPABILITY, MODE OF PRESENTATIONS (GROUP MEETING, SEMINAR, INDIVIDUAL CONFERNCES), AND VISUAL AIDS REQUIRED. WILL TECHNICAL PAPERS BE IN FRENCH AND AVAILABLE BEFORE MISSION ARRIVES?
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WHAT IS BUDGET? WILL MISSION BE PRECEDED BY ADVANCE MAN? WILL REPRESENTATIVES WISH VISIT MINE SITES?

7. ALTHOUGH HOTEL ROOMS ARE IN SHORTEST SUPPLY WE MAY BE ABLE MAKE AND HOLD RESERVATIONS IF GIVEN SUFFICIENT ADVANCE NOTICE.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MINING, SALES, MINING CONCESSIONS, PROPOSALS (BID), PROGRAMS (PROJECTS), MINING EQUIPMENT, TOOLS
Control Number: n/a
Copy: SINGLE
Draft Date: 19 FEB 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974LUBUMB00083
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: LUBUMBASHI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740224/aaaaawxx.tel
Line Count: 114
Locator: TEXT ON-LINE
Office: ACTION AF
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: A) LUBUMBASHI 290
Review Action: RELEASED, APPROVED
Review Authority: kelleyw0
Review Comment: n/a
Review Content Flags:
Review Date: 27 FEB 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <27 FEB 2002 by elbezefj>; APPROVED <02 DEC 2002 by kelleyw0>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MINING MACHINERY AND EQUIPMENT SPECIALIZED TRADE MISS YN
TAGS: EMIN, BEXP
To: n/a
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005